

---

# Environmental Protection Agency 2019 & 2020 Targeted Airshed Grant Program

---

RFA Number: EPA-OAR-OAQPS-20-01

## Switch-On: A Large-Scale Deployment of Zero Emission Freight Trucks

### PARTNERSHIP LETTERS ATTACHMENT

Contents Include:

- Anheuser Busch Partnership Letter
- DHE Partnership Letter
- Energetics Partnership Letter
- NFI Partnership Letter
- Reach Out Partnership Letter
- Sysco Partnership Letter



Prepared by: South Coast Air Quality Management District

April 10, 2020

March 6, 2020

Keith Brandis  
President, Volvo Technology of America (VTA)  
7900 National Service Road  
Greensboro, NC 27402

RE: Partnership Letter for Project Proposal under the EPA's Targeted Airshed Grant Program

Dear Mr. Brandis,

On behalf of Anheuser-Busch, LLC ("AB"), I am providing this letter of commitment to confirm AB's willingness to participate as a project partner in this application for the Environmental Protection Agency's (EPA's) Targeted Airshed Grant Program, provided that the cost component to AB along with operational and infrastructure issues in connection with the Grant Program are acceptable.

At Anheuser-Busch, brewing quality beer starts with the best ingredients. This requires a healthy, natural environment, as well as thriving communities. We are building a company to last, bringing people together for a Better World, now and for the next 100+ years. That's why sustainability isn't just part of our business, it is our business. We've been dedicated to sustainability for years, but now we are going further - with goals that will have measurable, positive impact on our communities. Through our 2025 Sustainability Goals we are connecting thousands of farmers to technologies and skills, ensuring water access and quality in high-stress communities, partnering with our suppliers to increase recycling content, and adding renewable electricity capacity to regional grids.

As a partner to VTA, AB will take delivery and operate up to ten heavy-duty zero-emission vehicles, in compliance with all applicable laws, and meeting the specifications necessary for AB to utilize the Vehicles in its business through at least November, 2023. The address where the Vehicles will be domiciled is the Van Nuys, CA Brewery, and the Vehicles will be operated throughout the South Coast AQMD jurisdiction, displacing diesel and reducing harmful emission in some of the most sensitive communities in southern California. Upon expiration of the Term, the Vehicles will be titled to AB.

In alignment with the EPA's goals, we understand that success of this project will dramatically reduce emissions in one of the top five most polluted areas for ozone and PM2.5 in the entire country. We are thankful for the opportunity to participate and appreciate Volvo for including us in this exciting project. Should you have any questions about our involvement please do not hesitate to contact Mark Young at 314-765-3939.

Sincerely,



Mark Young  
Director – Transportation Procurement

ANHEUSER-BUSCH





February 4, 2020

Matt Miyasato  
Deputy Executive Officer of Science and Technology Advancement  
South Coast Air Quality Management District  
21865 Copley Drive  
Diamond Bar, CA 91765

RE: Partnership Letter for SCAQMD's Project Proposal (Switch-On) for the EPA's Targeted Airshed Program

Dear Mr. Miyasato,

On behalf of Dependable Highway Express (DHE), I am providing this letter of commitment to confirm our participation as a project partner in the South Coast Air Quality Management District's (SCAQMD's) application under the Environmental Protection Agency's (EPA's) Targeted Airshed Grant Program.

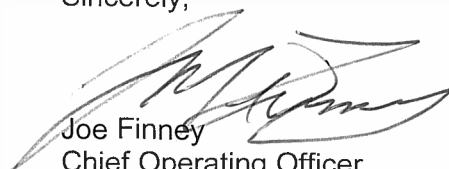
Dependable Supply Chain Services is a full-service logistics provider. Services include trucking (LTL/FTL/Harbor Drayage), warehousing & distribution, 3PL (third-party logistics), air freight forwarding, ocean freight forwarding, and freight transport to and from Hawaii & Guam. These complementary divisions work together to create a seamless total supply chain solution. Under the Volvo LIGHTS project, DHE deployed three heavy-duty battery-electric trucks.

Depending on the successful testing and cost analysis of current Volvo electric trucks which DHE is operating; it is our intention to further expand the fleet of 100% electric powered vehicles through November 2023. At this early point in time, we approximate the need of an additional ten heavy-duty zero-emission vehicles. The address where the vehicles will be domiciled is 1351 S. Campus Ave. Ontario, California 91761, and the vehicles will operate throughout SCAQMD's jurisdiction, displacing diesel and reducing harmful emission sin some of the most sensitive communities in southern California.

In alignment with the EPA's goals, the success of this project will dramatically reduce emissions in one of the top five most polluted areas for ozone and PM2.5 in the entire county. SCAQMD's project will also demonstrate the commercial readiness of heavy-duty zero-emission technologies, which when adopted on a larger scale, will decrease dependence on petroleum fuels and help California achieve air quality attainment.

We look forward to the opportunity to participate in this innovative project and appreciate SCAQMD and Volvo for involving our team. Should you have any questions about our involvement please do not hesitate to contact me at 323-526-2222 ext. 5005 or at [jfinney@godependable.com](mailto:jfinney@godependable.com).

Sincerely,



Joe Finney  
Chief Operating Officer  
Dependable Supply Chain Service



February 3, 2020

Matt Miyasato  
Deputy Executive Officer of Science and Technology Advancement  
South Coast Air Quality Management District  
21865 Copley Drive  
Diamond Bar, CA 91765

RE: Partnership Letter for SCAQMD and Volvo's Switch-On: A Large-Scale Deployment of Zero Emission Freight Truck Project, 2019 Targeted Airshed Grant Program, RFA#: EPA-OAR-OAQPS-20-01

Dear Mr. Miyasato:

On behalf of Energetics, a division of Akimeka, LLC (Energetics), I am providing this letter to confirm our participation in the Switch-On project submitted by the South Coast Air Quality Management District to the Environmental Protection Agency.

Energetics is a full-service technology and management consulting firm, and its staff has supported the U.S. Department of Energy (DOE) and the DOE national laboratory system since the founding of the company 40 years ago. Energetics' Transportation group provides programmatic and technical assistance to/works with the DOE Vehicle Technologies Office, as well as the transportation research and deployment efforts at the Oak Ridge National Laboratory, National Renewable Energy Laboratory, Argonne National Laboratory, and the Idaho National Laboratory.

Energetics will provide data collection and analysis support following the deployment for forty (40) zero-emission trucks. Deployments will run through November 2023 and will begin as early as October 2021. Energetics has supported public and private-sector organizations to collect and analyze vehicle and fleet-level performance using historical mileage, fuel, and maintenance logs/database data, and/or dataloggers/telematics data, to determine the utilization data of conventional and advanced transportation technologies (e.g., EVs). New technology vehicle deployment evaluations, such as this one, typically compare the historical utilization of the baseline (conventional) vehicle to the replacement (e.g., EV) vehicle for factors such as availability, utilization, monthly mileage accumulation, and fuel/energy use. The results validate the new technology vehicle's usage (ideally consistent with the baseline) and to identify maintenance/vehicle utilization issues to address. This project will include at least one full year of data collection, and this is ideal to allow for utilization ramp-up (e.g., overcoming initial driver acceptance) and capturing all weather and seasonal operations conditions.

The Switch-On project will provide invaluable data for the heavy-duty electric vehicle market, and we are excited for the opportunity to participate. Should you have any questions about our role and capabilities, please do not hesitate to contact our Technical Project Lead Russell Owens, PE, PMP at 410-953-6211 or rowens@energetics.com. For any contractual or commitment questions, please contact me at 407-475-3804 or jmharrison@akimeka.com.

Sincerely,  
Akimeka, LLC

Jenna Harrison  
Contracts Manager

---

7075 Samuel Morse Drive Suite 100 Columbia, MD 21046 (410) 290-0370 Fax (443) 285-0693	901 D Street, S.W. Suite 1010 Washington, DC 20024 (202) 479-2748	3 Kirkland Avenue Suite 102 Clinton, NY 13323 (315) 214-1995	2950 Newmarket Street Suite 101-156 Bellingham, WA 98226 (360) 752-2494	4876 Santa Monica Avenue Suite 276 San Diego, CA 92107	1st Floor, Laboratory Complex Dubai Science Park PO Box 487170, Dubai United Arab Emirates UAE: +971 50 508 0525 USA: +1 202 681 4743
--	--	---	--	--	--



February 3, 2020

Matt Miyasato  
Deputy Executive Officer of Science and Technology Advancement  
South Coast Air Quality Management District  
21865 Copley Drive  
Diamond Bar, CA 91765

RE: Partnership Letter for SCAQMD's Project Proposal Under the EPA's Targeted Airshed Program

Dear Mr. Miyasato,

On behalf of NFI, I am providing this letter of commitment to confirm our participation as a project partner in the South Coast Air Quality Management District's (SCAQMD's) application under the Environmental Protection Agency's (EPA's) Targeted Airshed Grant Program.

NFI is a fully integrated third-party supply chain solutions provider. Serving customers around the world, across a variety of industries, NFI is dedicated to providing customized, engineered solutions that propel a business to succeed. Social responsibility is a core value at NFI, and we are dedicated to exploring new and innovative ways to operate more sustainably. Recognized as a four-time award-winning EPA SmartWay Partner, as well as SmartWay High Performer, NFI currently operates electric trucks with industry-leading manufacturers like Daimler and Volvo, as well as Near Zero compressed natural gas trucks fueled with renewable energy and electric yard horse tractors to reduce its carbon footprint.

Following delivery, NFI will operate and maintain up to ten heavy-duty zero-emission vehicles through at least November 2023. The address where the vehicles will be domiciled is 16047 Mountain Ave. Chino, California 91708, and the vehicles will operate throughout SCAQMD's jurisdiction, displacing diesel and reducing harmful emission sin some of the most sensitive communities in southern California.

In alignment with the EPA's goals, the success of this project will dramatically reduce emissions in one of the top five most polluted areas for ozone and PM2.5 in the entire county. SCAQMD's project will also demonstrate the commercial readiness of heavy-duty zero-emission technologies, which when adopted on a larger scale, will decrease dependence on petroleum fuels and help California achieve air quality attainment.

We are thankful for the opportunity to participate and appreciate SCAQMD and Volvo for including us in this exciting project. Should you have any questions about our involvement please do not hesitate to contact me at 856-507-4443 or at [bill.bliem@nfiindustries.com](mailto:bill.bliem@nfiindustries.com).

Sincerely,

A handwritten signature in blue ink, appearing to read "Bill Bliem", with a stylized flourish at the end.

Bill Bliem  
Senior Vice President Fleet Services  
NFI



January 27, 2020

Matt Miyasato  
Deputy Executive Officer of Science and Technology Advancement  
South Coast Air Quality Management District  
21865 Copley Drive  
Diamond Bar, CA 91765

RE: Partnership Letter for the Switch-On: A Large-Scale Deployment of Zero-Emission  
Freight Trucks Project under the EPA Targeted Airshed Grant Program

---

Dear Mr. Miyasato:

Reach Out is honored to partner with the South Coast Air Quality Management District (SCAQMD) to assist with the deployment of innovative clean transportation solutions, such as the technologies included in the Switch-On: A Large-Scale Deployment of Zero-Emission Freight Trucks Project. Reach Out is currently serving as the outreach partner for the Volvo LIGHTS projects (another successful initiative led by SCAQMD and Volvo) and looks forward to participating in this project as well. Please accept this letter of commitment to ratify our long-term involvement.

Reach Out's mission is to strengthen communities by bringing people together to solve our region's toughest issues: breaking barriers to educational achievement, expanding economic opportunities, and creating safe, healthy and innovative communities. As part of this project, Reach Out will focus on community education and engagement, which includes the following activities:

- Support outreach initiatives for the project using social media channels;
- Distribute information via mass email blasts and/or webinars;
- Develop and share printed collateral at relevant in-person events;
- Speak at related events to promote education on the project;
- Engage elected officials, key business partners, and community-based organizations.

SCAQMD's proposal for the Switch-On: A Large-Scale Deployment of Zero-Emission Freight Trucks Project will lead to tremendous emission reductions in an area with the worst air quality in the nation, and we urge EPA to support it alongside us. Please do not hesitate to reach out to me with any questions or to request additional information and thank you again for your consideration.

Sincerely,

  
Diana Fox  
Executive Director





March 11, 2020

To Whom it concerns,



**Sysco Corporation**  
1390 Enclave Parkway  
Houston, TX 77077  
T 281/ 584-1380

**RE: Partnership Letter for Project Proposal under the EPA's Targeted Airshed Grant Program**

Dear Sir/Madam,

On behalf of Sysco Corporation, I am providing this letter of commitment to confirm our participation as a project partner in this application for the Environmental Protection Agency's (EPA's) Targeted Airshed Grant Program.

Sysco's CSR strategy focuses on three key areas: people, products and planet, setting a clear path for the future and demonstrating Sysco's continued commitment to:

- 1) Caring for people,
- 2) Sourcing products responsibly and
- 3) Protecting the planet.

The company's 2025 CSR goals, announced in 2018, include a comprehensive set of objectives, including sourcing 20% of its electricity from renewable sources, powering 20% of its truck fleet with alternative fuels, expanding its sustainable agriculture program to five fresh crops, doubling the availability of Sysco Brand organic produce, and increasing spend with women and minority-owned suppliers by 25%.

Following delivery, Sysco Corporation will operate and maintain up to 10 heavy-duty zero-emission vehicles through at least November 2023. The addresses where the vehicles will be domiciled is 1570 Meridian Pkwy, Riverside, CA 92518 and 20701 Currier Rd, Walnut, CA 91789. The vehicles will operate throughout the South Coast AQMD jurisdiction and surrounding jurisdictions - displacing diesel and reducing harmful emission in some of the most sensitive communities in southern California.

In alignment with the EPA's goals, the success of this project will dramatically reduce emissions in one of the top five most polluted areas for ozone and PM2.5 in the entire county. This project will also demonstrate the commercial readiness of heavy-duty zero-emission technologies, which when adopted on a larger scale, will decrease dependence on petroleum fuels and help California achieve air quality attainment.

We are thankful for the opportunity to participate and appreciate Volvo for including us in this exciting project. Should you have any questions about our involvement please do not hesitate to contact me at (281) 584-1380.

Sincerely,

*Tracey L. Anderson*

Tracey Anderson  
Sr. Director Real Estate &  
Supply Chain Sustainability